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automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

Fleets Benefit From Chevy's New Computerized Telemarketing

Used-Car Marketing Survey
Rental Problems & Profiles
Limousine Roundup

automotive
FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

JUNE 1986
VOL. 25, NO. 8
Influencing the management of 4,584,000 cars and 1,970,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

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On our cover: Chevrolet Fleet Director George Frink (right) and Frank Sauceman, assistant manager of truck and fleet service operations, with one of the division's new computer terminals used for telemarketing. Story, page 23. (Photo courtesy GM Photographic and photographer Diane Wunderlich).

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INDUSTRY NEWS

VIDEO AUCTION VIA SATELLITE

The nation's first video automobile auction via satellite became operational May 1, allowing car dealers nationwide to simultaneously bid on the same cars via a communication satellite. Developed by the Satellite Auto Auction Co. of Amarillo, TX, the system enables buyers to view and then bid on cars in several different locations without having to leave their office.

The May 1 auction featured consignments from Hertz, Budget, Alamo, and Peterson, Howell & Heather.

"Any licensed dealer with access to a television equipped with a satellite receiving dish can bid on the vehicles without having to leave his office, home, or specified hotel," says R.B. Thomason, president of the video auction company.

The satellite video auction company videotapes the cars at the seller's lot. Dealers who want to participate in an auction must preregister with the Satellite Auto Auction Co. in order to receive a catalog and details on the auction. Dealers then preview the cars three hours before the auction over the specific satellite channel. When the auction begins, each sale vehicle appears on a TV monitor with an audio description of the car. A buyer can bid on a car by phoning auction headquarters and having the bid relayed to the auctioneer.

"The satellite auction concept saves both the buyer and seller valuable time and money," says Thomason. "It helps reduce the influence of isolated market conditions and makes cars available to all markets at the same time."

Earlier this year, the South Seattle Auto Auction and the General Motors Auction Department test-marketed a new computerized video sales application process called "Auto Access." The process involved selling vehicles located at the Denver Auto Auction via projection monitors and computer displays at a General Motors sale in Seattle.

4-CYLINDER SABLE IN FULL PRODUCTION

The 1986 Mercury Sable GS sedans with the 2.5-liter, four-cylinder engine started full production on April 28. "There is ample fleet availability, so four-cylinder Sable orders are scheduled almost the same day they are received," says John Rowley, manager of major leasing and fleet accounts for Lincoln-Mercury. Rowley says fleet reaction has been favorable to the Sable GS sedan because of the lower price and better fuel economy. The Sable LS sedan and the GS and LS station wagons are available only with the 3.0-liter V6 engine.

Tentatively, orders for all 1986 Sables can be received by Lincoln-Mercury until early July. Announced later will be firm balance-out dates for Sable and all other Lincoln-Mercury products.

AND THE WINNER IS...

Uniroyal Tire Company an-

Runzheimer International's Projected Ownership And Operating Costs For Selected 1986 Model Cars

Make	Model	Weight (lbs.)	Overall Length	Drive Unit	Cyl.	Displace (Liters)	Operating Costs	Ownership Costs	Total Costs
Cadillac	DeVille	3378.5	196.0"	FWD	8	4.1	$1,750	$4,958	$6,708
Chevrolet	Caprice CL	3659	212.8	RWD	8	5.0	1,740	3,445	5,185
Oldsmobile	Cutlass SP	3233	200.4	RWD	6	3.8	1,570	3,272	4,842
Dodge	Caravan	2700	175.9	FWD	4	2.2	1,530	3,304	4,834
Ford	LTD	3001	198.5	RWD	6	3.8	1,570	3,256	4,826
Chevrolet	Celebrity	2824	188.3	FWD	6	2.8	1,480	3,150	4,630
Plymouth	Reliant K	2402	178.6	FWD	4	2.2	1,320	2,953	4,273
Ford	Tempo GL	2398	176.2	FWD	4	2.3	1,250	2,983	4,233
Chevrolet	Cavalier	2342	174.3	FWD	4	2.0	1,280	2,923	4,203
Ford	Escort L	2159	166.9	FWD	4	1.9	1,230	2,810	4,040

Footnotes: All cars similarly equipped including automatic transmission, power steering, power disc brakes, air conditioning, tinted glass, AM-FM radio (stereo when radio not available), body side moldings, cruise control and left-hand remote control mirror.

Operating costs include fuel, oil, maintenance and tires; ownership costs include insurance, depreciation, financing, taxes and license fees; and costs are based on a 3 year/60,000 mile retention cycle.

According to a new study by NAFA, U.S. business fleets are driving their cars an average of 61,000 miles these days before selling them off after some 30 months in service. And auto auctions are the most popular method of disposal.

NAFA's Used-Car Marketing Survey

U.S. fleets not only buy a lot of vehicles; they sell a lot of them, too. And according to a comprehensive new survey by the National Association of Fleet Administrators, the favorite method of fleet-car sale in 1985 was the auto auction.

A total of 323 fleets, responsible for 292,035 vehicles, responded to NAFA's 1985 used-car marketing survey. Four basic categories were surveyed in the study: U.S. commercial fleets, government fleets, public utility fleets, and Canadian fleets.

This NAFA survey shows 221 U.S. commercial fleets — responsible for 187,952 vehicles in the insurance, industrial manufacturing, chemical/petroleum, food/beverage, consumer manufacturing, drugs/cosmetic, and miscellaneous industries — marketing 30 percent of their cars in 1985. Their cars were in service for an average of 30.2 months, and were driven an average of 61,029 miles before replacement.

Thirty-two percent of these cars were sold at auto auctions; 29 percent to employees; 28 percent to wholesalers; 7.5 percent to new-car dealers, and 3.5 percent to used-car dealers.

According to the survey, when U.S. commercial fleets sell cars to employees, the price is determined most frequently (42.2 percent) by using *Automotive Market Report*; 15 percent go with NADA wholesale prices; 9.9 percent with wholesale value; 6 percent with book value; 6 percent with market value; 5.5 percent with *Black Book* value; 5.5 percent with the leasing company amount; 5.5 percent with other values; 1.7 percent with *Blue Book* value; 1.1 percent sell the car for the amount still owed on it; 1.1 percent sell it for the highest bid received, and 0.5 percent sell it for the amount at which it is appraised.

According to the NAFA study, 74 percent of the fleets do not plan changes in time or mileage schedules they use for disposing of vehicles. A vast majority (85 percent) do not recondition cars for sale; 96 percent sell their cars as is.

Here are relevant highlights for several of the responding groups:

Industrial Manufacturing Group

Forty-four industrial manufacturing fleets responsible for 66,852 vehicles responded to the survey. They sold 15,420 vehicles (23 percent) from their fleets in 1985.

When marketing their used cars, these fleets used auto auctions 34 percent of the time; sold the cars to employees 30 percent of the time; sold to wholesalers 22 percent of the time; to used-car dealers four percent of the time, and traded the car to a new-car dealer two percent of the time.

Average age for the marketed cars was 29.2 months. They had traveled an average of 61,146 miles.

If cars are sold to employees, the selling price is determined by *AMR* in 16 percent of responding fleets; 6 percent sell at market value; 6 percent use the NADA price; 3 percent use the leasing company amount; 3 percent use other prices; 2 percent use the *Black Book* price; 2 percent use book value of the car; 2 percent use wholesale value; 1 percent use *Blue Book* value.

A vast majority, 38 of 42 fleets, do not recondition cars before marketing them. All 42 sell cars as-is at times.

Most frequent replacement cycle for 1985 was 36 months/60,000 miles (nine fleets). Next was 36 months/55,000 miles (seven).

Thirty-five fleets said they are changing replacement cycles in 1986. Two are going from 36 months/60,000 miles to 30 months/70,000 miles; one is going from 20 months/55,000 miles to 30 months/75,000 miles; one is going from 24 months/50,000 miles to 36 months/60,000 miles; one will use 24 months/60,000 miles; one will use 36 months/70,000 miles, one 48 months/70,000 miles.

Still other fleets are changing only the mileage cycle. Two fleets will decrease their rate from 70,000 to 60,000 miles; one will go to 55,000 from 60,000; one from 50,000 to 55,000, one from 60,000 to 45,000.

The most frequently cited replacement cycles on tap for 1987 are 36 months/55,000 miles and 36 months/60,000 miles. Five fleets gave these as their projected numbers.

NAFA Used-Car Marketing Survey Summary Results

Group	Cars	Owned	Leased	Sold in 1985	Model: 1981 or Older	1982	1983	1984	1985	Selling Methods: Auto Auction	Employee	Trade-In	Used Car Dealer	Wholesale
Total U.S. Commercial Fleets (221)	187,952	79,490	108,462	51,181	2,047	13,307	19,960	7,877	1,535	15,027	14,162	3,573	1,773	12,118
Insurance (51)	36,363	26,848	9,515	12,180	365	2,880	3,532	1,827	609	3,045	3,289	2,070	609	2,194
Industrial Mfg. (44)	66,852	15,776	51,076	15,420	771	6,168	5,397	1,850	154	5,243	4,826	308	617	3,392
Chemical & Petroleum (23)	12,966	8,088	4,878	3,282	450	1,411	450	788	0	460	492	131	197	1,477
Food & Beverage (23)	12,433	5,313	7,120	4,472	0	844	1,878	806	492	2,057	581	716	45	492
Consumer Mfg. (16)	13,173	5,747	7,426	4,276	43	812	1,924	513	0	1,753	1,155	299	43	898
Drugs & Cosmetics (16)	18,187	3,152	15,035	6,684	0	1,069	3,944	1,136	134	1,203	2,072	0	67	2,740
Government (44)	61,022	60,790	232	9,687	5,909	2,171	1,381	0	0	7,853	0	291	99	0
Canadian (44)	13,783	7,709	6,074	3,205	930	801	1,090	180	64	1,410	930	32	369	705
Public Utility (14)	27,978	38,328	952	3,870	1,200	155	77	39	0	3,444	348	0	39	0
Misc. (46)	27,978	14,566	13,412	4,867	146	1,265	2,239	436	0	4,687	1,947	49	195	925
Total Respondents (323)	292,035	176,315	115,720	67,943	9,814	16,532	21,912	7,556	1,453	27,534	15,440	3,896	2,300	12,823

Two fleets said they would use 24 months/50,000 miles and two said 36 months/50,000 miles. One each said 24 months/55,000 miles, 36 months/45,000 miles, 36 months/65,000 miles, 36 months/70,000 miles, 36 months/75,000 miles, and 37 months/50,000 miles.

Chemical & Petroleum Group

Twenty-three chemical and petroleum company fleets responsible for 12,966 vehicles responded to the survey. They sold 3,282 vehicles in 1985, 25 percent of their total fleet in service at the start of the year.

Forty-five percent of the cars were sold to wholesalers. Fifteen percent were sold to the employees; 14 percent were consigned to auto auctions; six percent were sold to used-car dealers, and four percent were traded for new cars.

The average age of cars sold in this category was 36 months. They had traveled an average of 67,239 miles.

When cars are sold to employees, price is based on the NADA list by five fleets; four use *AMR*; three use wholesale value; one uses the *Black Book*; one uses the leasing company value, one uses "other" methods.

Twenty of 21 fleets do not recondition cars before they sell them. All 21 sell cars as-is at times.

The most-often cited replacement cycle for 1985 chemical and petroleum company fleets was 36 months/60,000 miles (five fleets). Two use each of the following: 36 months/40,000 miles; 36 months/55,000 miles; 48 months/100,000 miles; 36 months only, 100,000 miles only.

One fleet each uses these: 36 months/100,000 miles; 36 months/49,000 miles; 60 months/100,000 miles; 60 months/65,000 miles; 60 months/80,000 miles, 90,000 miles only.

Sixteen fleets do not plan to change replacement cycles in 1986. Those who do said they will switch from 36 months/60,000 miles to 24 months/55,000 miles; from 36 months/40,000 miles to 60 months/70,000 miles; from 36 months/45,000 miles to 60 months/75,000 miles; from 48 months/100,000 miles to 36 months/50,000 miles; from 60 months/80,000 miles to 36 months/60,000 miles. Others will go to 30 months/55,000 miles, 36 months/90,000 miles, and 60 months/75,000 miles.

For 1987, four fleets will use 36 months/60,000 miles as their new replacement cycle. Three will opt for 36 months/55,000 miles; two 60 months/75,000 miles; two 100,000 miles only; one 90,000 miles only; one 26 months only; one 36 months/40,000 miles; one 36 months/49,000 miles; one 36 months/50,000 miles; one 60 months/100,000 miles; one 60 months/65,000 miles; one 60 months/80,000 miles; one 90,000 miles only.

Drug & Cosmetic Group

Sixteen drug and cosmetic company fleets responsible for 18,187 vehicles responded to the survey. In 1985 they sold 6,684 vehicles, 36 percent of the vehicles they had at the start of the year.

When marketing their used cars, these fleets sold 41 percent to wholesalers; 31 percent to employees; 18 percent were consigned to auto auctions; 1 percent went to used-car dealers, none went to new-car dealers.

Average age of the cars sold was 26.6 months, and they had an average of 56,687 miles at time of sale.

When selling cars to employees, seven fleets set the price at the *AMR* level; two sell at the book value for which they are carrying it; two use other price systems; one uses the *Blue Book*; one the wholesale value, one sells the car for the amount owed on it.

Fifteen drug and cosmetic company fleets do not recondition their cars before selling them; one does. Also, 13 fleets will sell a car as-is, two will not.

The most-often cited replacement cycle for these fleets in 1985 was 36 months/55,000 miles (six fleets). Other cycles were 36 months/60,000 miles (four); and one each noted 24 months/50,000 miles, 24 months/55,000 miles, 24 months/60,000 miles, 24 months/79,000 miles, 36 months/50,000 miles, and 36 months/65,000 miles.

Twelve fleets said they will not change their replacement cycles in 1986. Four fleets, on the other hand, said they will.

Of those fleets changing replacement cycles in 1987, three cycles were noted by three fleets as their choice for replacement: 36 months/50,000 miles; 36 months/55,000 miles; and 36 months/60,000 miles. Also noted were 24 months/50,000 miles and 24 months/60,000 miles.

Public Utility Fleets

Fourteen public utility company fleets, responsible for 29,278 vehicles (28,326 company-owned and 952 leased) responded to the survey. These fleets sold 3,870 vehicles in 1985, or 13 percent of the total number of vehicles in service at the beginning of the year.

Most of the cars marketed went to auto auctions; 89 percent of the fleets said they used auctions. Nine percent sold cars to their employees and one percent to used-car dealers.

Average age for cars sold in this category was 66.1 months. They also averaged 78,550 miles before being sold.

When cars are sold to employees in this category, the price is determined by the use of NADA price lists in three fleets. Two fleets accept the highest bid they get; two price it at the market value, and one sells the car at wholesale value.

None of the 14 respondents recondition cars before selling them and all 14 sell cars "as is."

The most frequently cited replacement cycles for public utility fleets were 96 months/100,000 miles and 100,000 miles only (two fleets listed each). Other cycles mentioned were: 120 months/75,000 miles; 84 months/80,000 miles; 60 months/90,000 miles; 60 months/70,000 miles; 60 months/60,000 miles; 60 months/50,000 miles; 42 months/55,000 miles; 36 months/80,000 miles; 36 months/60,000 miles; 80,000 miles only; 72 months only, and 60 months only.

Thirteen fleets said they do not plan on changing their replacement cycles from last year, while one fleet said it will. That fleet said it will go from 84 months/80,000 miles to 60 months/60,000 miles.

For 1987, the most frequent replacement cycles public utility fleets have on tap are 96 months/100,000 miles; 60 months/60,000 miles, and 100,000 miles only. Among other cycles given were: 120 months/75,000 miles and 72 months only.

U.S. Commercial Fleets Summary

Total Cars in Survey	
All U.S. Commercial Fleets (221)	187,952
Mostly Leased U.S. Commercial Fleets (101)	110,645
Mostly Company-owned U.S. Commercial Fleets (120)	77,307
Average Months In Service	
All U.S. Commercial Fleets (221)	30.2
Mostly Leased U.S. Commercial Fleets (101)	27.8
Mostly Company-owned U.S. Commercial Fleets (120)	33.5
Average Miles When Sold	
All U.S. Commercial Fleets (221)	61,029
Mostly Leased U.S. Commercial Fleets (101)	59,496
Mostly Company-owned U.S. Commercial Fleets (120)	63,073

Average Months and Miles in Service

	Average Months	Average Miles
Drugs and Cosmetics	26.6	56,687
Consumer and Manufacturing	26.8	57,529
Food and Beverage	28.5	62,623
Industrial Manufacturing	29.2	61,146
Insurance	29.9	57,960
Miscellaneous	34.6	64,019
Chemical and Petroleum	36.0	67,239
Canadian	32.2	78,460
Government	63.9	91,679
Public Utility	66.1	78,550

Composite Commercial Fleet

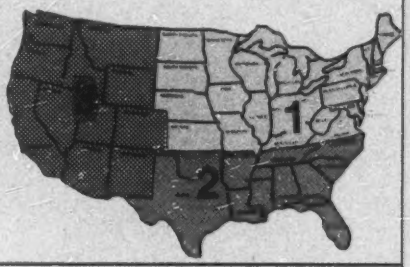
(Based on Average Commercial Fleet Responses)

Fleet Size	850
Cars Sold in 1985	232
Model Year of Cars Sold	
1981 or older	9
1982	60
1983	90
1984	35
1985	7
Unspecified	31
Marketing Methods	
Consigned to Auto Auction	68
Sold to Employee	65
Sold to Wholesalers	16
Traded to New Car Dealers	8
Sold to Used Car Dealers	55
Unspecified	20

Note: This composite data should be used with great care. These figures are compiled for year-to-year comparison only, and do not represent the used car marketing practices of any fleet.

USED CARS

The following are average car prices ending May 7, 1986. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
83 AMC ALLIANCE			
Sdn 4 Dr L Series	2817	2845	2761
83 AMC CONCORD			
Sdn	3068	3099	3007
Sta Wgn	3240	3272	3175
83 BUICK SKYLARK			
Sdn Custom	3580	3616	3508
82 BUICK SKYLARK			
Sdn	2934	2963	2875
83 BUICK REGAL			
Sdn	4929	4978	4830
Cpe	5069	5120	4968
82 BUICK REGAL			
Turbo Cpe	4468	4511	4377
Cpe	4323	4366	4237
83 BUICK CENTURY			
Sdn Custom	4862	4911	4765
82 BUICK CENTURY			
Sdn Custom	4126	4167	4045
83 CADILLAC			
Cpe DeVille	8144	8225	7981
Sdn DeVille	8097	8178	7935
82 CADILLAC			
Cpe DeVille	6639	6705	6506
Sdn DeVille	6593	6659	6461
83 CHEVY			
Chvt Htchbk 4 Dr	2095	2116	2053
Camaro Cpe 8	5464	5519	5355
82 CHEVY			
Chvt Htchbk 4 Dr	1644	1660	1611
Camaro Cpe 8	4720	4767	4626
83 CHEVY CELEBRITY			
Sdn	4343	4386	4256
82 CHEVY CELEBRITY			
Sdn	3571	3607	3500
83 CHEVY CAVALIER			
Sdn	3620	3656	3548
82 CHEVY CAVALIER			
Sdn	2490	2515	2440
83 CHEVY CITATION			
Cpe 6	2794	2822	2738
82 CHEVY CITATION			
Cpe 6	2163	2185	2120
83 CHEVY MALIBU			
Clas Sdn	4078	4119	4996
Clas Sta Wgn	4246	4286	4161
82 CHEVY MALIBU			
Clas Sdn	3418	3452	3350
Clas Sta Wgn	3569	3605	3498
83 CHEVY MONTE CARLO			
Cpe	5133	5184	5030
82 CHEVY MONTE CARLO			
Cpe	4223	4265	4139
83 CHEVY IMPALA			
Sdn	4531	4576	4440
82 CHEVY IMPALA			
Sdn	3596	3632	3524
Wgn 9	3738	3775	3663
83 CHEVY CAPRICE			
Sdn	5152	5204	5049
Sta Wgn	4208	4250	4124

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
83 CHRYSLER			
E-Class Sdn	4308	4351	4222
82 CHRYSLER			
New Yorker Sdn	5177	5229	5073
83 DODGE OMNI			
4 Dr Cust	2628	2654	2575
82 DODGE OMNI			
4 Dr Cust	1984	2004	1944
83 DODGE ARIES			
Cpe	3021	3051	2961
82 DODGE ARIES			
Sdn	2300	2323	2254
83 DODGE DIPLOMAT			
Sln Sdn	3578	3614	3506
82 DODGE DIPLOMAT			
Sln Sdn	2882	2911	2824
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	2720	2747	2666
82 FORD FAIRMONT			
Futura Sdn 4 Dr	2448	2472	2399
83 FORD MUSTANG			
L-Cpe 4	3588	3624	3516
82 FORD MUSTANG			
L-Cpe 4	2855	2884	2798
83 FORD LTD			
Sdn	3471	3506	3402
82 FORD LTD			
Sdn	3678	3715	3604
83 FORD ESCORT			
Htchbk 4 Dr	2611	2637	2559
83 FORD CROWN VIC			
Sdn	5728	5785	5613
82 FORD CROWN VIC			
Sdn	4354	4398	4267
83 FORD THUNDERBIRD			
Cpe	5333	5386	5226
82 FORD THUNDERBIRD			
Cpe	4123	4164	4041
83 LINCOLN CONTINENTAL			
Sdn	10230	10332	10025
Mark VI Cpe	10408	10512	10200
82 LINCOLN CONTINENTAL			
Sdn	8219	8301	8055
Mark VI Cpe	8471	8556	8302
83 MERCURY COUGAR			
Cpe	5426	5480	5317
82 MERCURY COUGAR			
GS Cpe	2999	3029	2939
83 MERCURY LYNX			
HtchBk 2-Dr	2574	2600	2523
83 MERCURY MARQUIS			
Sdn	3512	3542	3442
82 MERCURY MARQUIS			
Sdn	3936	3977	3859
Wgn-2S	4061	4102	3980
83 OLDS CIERA LS			
Cpe	4794	4842	4698
Sdn	4853	4902	4756

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
83 OLDS CUTLASS SUPREME			
Cpe	5365	5419	5258
Sdn	5214	5266	5110
82 OLDS CUTLASS SUPREME			
Sdn	4382	4426	4294
Cpe	4552	4598	4461
83 OLDS DELTA 88			
Sdn	5061	5112	4960
82 OLDS DELTA 88			
Sdn	3635	3673	3758
83 OLDS DELTA 98			
Sdn	6982	7052	6842
82 OLDS DELTA 98			
Sdn	5665	5722	5552
83 OLDS OMEGA			
Sdn	3580	3616	3508
82 OLDS OMEGA			
Sdn	2934	2963	2875
83 OLDS FIRENZA			
Sdn	3924	3963	3846
82 OLDS FIRENZA			
Sdn	3234	3266	3169
83 PLYMOUTH HORIZON			
4 Dr Htchbk	2557	2583	2506
83 PLYMOUTH RELIANT			
Cpe	3031	3061	2970
82 PLYMOUTH RELIANT			
Cpe	2292	2315	2246
83 PONTIAC FIREBIRD			
Cpe 8	5493	5548	5383
83 PONTIAC 6000			
Cpe	4479	4524	4389
Sdn	4541	4586	4450
82 PONTIAC 6000			
Cpe	3748	3785	3673
83 PONTIAC GRAND PRIX			
Cpe	5298	5349	5190
83 VOLKSWAGEN JETTA			
4 Dr Sdn	4532	4576	4488
82 VOLKSWAGEN JETTA			
4 Dr Sdn	3805	3844	3768
83 VOLKSWAGEN L SERIES			
2 Dr Htchbk	3319	3352	3285
82 VOLKSWAGEN RABBIT			
2 Dr Htchbk	2563	2587	2536
83 DATSUN			
Sentra 2 Dr Std Sdn	2963	2993	2933
Stanza Hbk 4 Dr Dlx	4039	4078	3997
82 DATSUN			
210 Std 2 Dr	2148	2170	2128
Sentra 2 Dr	2433	2457	2410
Stanza Hbk 4 Dr Dlx	3309	3343	3276
83 TOYOTA			
Corolla Sedan 2 Dr	3638	3675	3601
Celica St	5155	5207	5104
Camry Sedan	5913	5973	5855
82 TOYOTA			
Corolla 2 Dr Sdn	2940	2969	2911
Celica St Cpe	4273	4316	4229

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Fort Morgan, CO	97.0	79.4
New Haven, CT	106.2	93.9
Washington, D.C.	126.4	90.4
Pensacola, FL	109.5	78.4
Rock Island, IL	94.9	81.4
Baton Rouge, LA	122.4	80.4
St. Charles, MO	93.4	71.9
Rochester, NY	92.6	82.9
Philadelphia, PA	101.5	74.2
Knoxville, TN	123.6	97.6
Bellaire, TX	117.9	66.9
Milwaukee, WI	111.3	85.1

Survey conducted during the first five working days of May 1986.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.